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MANPOWER INC. *Annual Report 1962*

ABOUT OUR COVER

White Gloves, worn by the girl on our cover, were selected during 1962 to identify the more than 80,000 women who work for Manpower Inc. each year.

White Gloves were chosen because they represent a high quality of service that encompasses neatness, efficiency, competence and capability.

Through the years, we plan to build upon this concept so that **White Glove Service** will be synonymous with **"the very best in service, from Manpower."**

MANPOWER INC. 1962 HIGHLIGHTS

	year ending June 30		per cent
	1962	1961	change
TOTAL SALES BY COMPANY AND LICENSEES	**$48,655,010**	$37,444,319	+29.9
By company offices	**23,855,210**	19,711,519	+21.0
By licensees	**24,799,800**	17,732,800	+39.9
SALES OF SERVICES AND INCOME FROM LICENSEES*	**25,397,914**	20,860,095	+21.8
Earnings before income taxes	**2,004,527**	1,622,704	+23.5
Net earnings	**1,023,489**	848,721	+20.6
Per share of common stock	**1.13†**	0.93†	
Dividends paid per share of common stock	**.31†**	0.26†	
NUMBER OF EMPLOYEES			
Permanent staff	**489**	435	+12.4
Temporary employees	**145,000**	130,000	+11.5
NUMBER OF OFFICES	**270**	249	+ 8.4
Company owned	**76**	68	+11.8
Licensed	**194**	181	+ 7.2
NUMBER OF CUSTOMERS	**90,527**	70,109	+29.1

*represents branch office gross sales and franchise fees.

†Net earnings and dividends are stated on the basis of 909,552 shares, the number of shares outstanding at June 30, 1962.

This report has been prepared for the benefit of shareowners, customers, employees and all others having an interest in the performance of Manpower, Inc. It is not prepared in connection with, or to induce, any sale or purchase of securities.

TO OUR SHAREOWNERS, CUSTOMERS, EMPLOYEES AND FRIENDS . . .

We are pleased to report that in fiscal 1961-62, Manpower, Inc. completed its most successful year. It was also a year in which major emphasis was placed on building for the future.

Both sales and earnings established new record levels. The combined sales of branch and franchise offices increased more than $11 million to reach a total of $48.6 million. Manpower, Inc. earnings after taxes increased 20.6% over the previous year's performance. In the fourteen years that Manpower, Inc. has been in business, earnings have shown an increase each year over the previous year's performance.

We moved ahead aggressively last year with our expansion plans by opening Manpower offices in 38 new cities in the United States. The consolidation of several of our separate divisional offices in one location, however, resulted in a net increase of 21 new offices. This consolidation program is in accordance with our long range plan of operating both industrial and office divisions from one location within a city, thereby effecting administrative and operational cost savings.

In 1962, we held two of the most successful sales meetings in the history of our company. The first, held in Milwaukee in March, brought together over three hundred of our key field management for our first national meeting. Previous meetings had been on a regional basis. The depth and scope of the new programs introduced met with overwhelming enthusiasm. In April, we held our first all European sales meeting in Paris and formulated plans for the opening of 50 additional offices in Europe within the next four years. We believe the plans and programs developed at both of these meetings will substantially further Manpower's growth in the years to come.

At that time, we also announced a major marketing program, keyed to the use of a pair of white gloves to symbolize the quality of service performed by our women employees. This symbol, selected after months of intensive research, now appears in all of our national advertising and other promotional material. All of our female employees have been given a pair of white gloves which they wear to all assignments. Both customer and employee reaction has been extremely favorable and we anticipate that "the Manpower Girl in the White Gloves" will do much to further establish the image of capability of our employees.

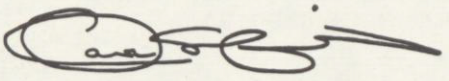
In 1961, our Merchandising Services Division merged with our Salespower, Inc. division. This has resulted in creating the world's largest sales, marketing and sales promotion organization. A major consideration for the merger was that of improved service to our customers, by offering them a co-ordinated line of merchandising services through one operating division.

During the past year, our customers placed greater emphasis on the use of our services to perform large scale jobs, requiring the use of entire crews of our personnel, including supervisors. The size of these crews ranged from 20 to more than 300 of our employees. More and more customers also discovered effective ways of utilizing our services in all departments within their organization. These two points will be covered more fully on the following pages.

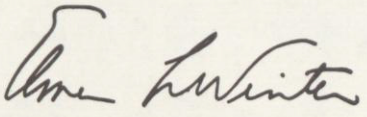
This year's annual report describes an impressive growth record for Manpower, Inc., all of which was accomplished in a year of unusually high unemployment, a continuing profit squeeze and a decline in the stock market.

We are proud to pay tribute to our temporary and permanent employees who made this record year possible. We wish to publicly express our gratitude to them. Based on our performance in 1961-62, we are confident about the future of Manpower, Inc. New offices, new services, and most important, a modern approach to management are the foundation stones on which we will continue to build our readiness for tomorrow.

Sincerely,



AARON SCHEINFELD
Chairman of the Board



ELMER L. WINTER
President

SERVICE INDUSTRIES CONTINUE TO GROW

Business services are the fastest growing component of our national income, averaging an increase of 10.7% annually since 1951. They are the most consistent in growth, having experienced virtually a constant growth rate since 1949. And they are large in total size; over $6 billion in terms of national income — six times the size of tobacco manufacturing and five times the size of commercial air transport.

Manpower, Inc. is the largest service organization of its kind in the world. Manpower, Inc. provides industry with the services of its trained personnel to handle work assignments that constitute an overload, a periodic or seasonal peak, or that lend themselves to performance by specialists for maximum efficiency.

Manpower, Inc., as a specialist, performs this function efficiently and at a fixed or controlled cost, thus freeing the customers' management team from routine personnel worries.

SALES

With approximately 70 per cent of its offices operating on a franchised basis, Manpower, Inc. utilizes two methods of reporting sales figures.

The first combines the total sales of Manpower offices, both branch and franchise, and provides the most comprehensive report of sales activity throughout the world. For the fiscal period covered by this report, that figure is $48,655,010 and represents a 29.9 per cent increase over last year's combined sales of $37,444,319.

The second method reports corporate revenue, consisting of branch office sales and franchise fees. For the fiscal period covered by this report, corporate revenue rose to $25,397,914, a 21.8 per cent increase over the previous years revenue of $20,860,095.

Both the total sales and corporate revenue figures are the highest in the history of the company.

EARNINGS

For the fiscal year ended June 30, 1962, Manpower, Inc. net earnings rose to $1,023,489, or $1.13 a common share, up 20.6% from $848,721 or .93 a share a year ago.

A contributing factor in this satisfactory earnings performance is our policy of relating compensation to net profit rather than to sales.

DIVIDENDS

On November 8, 1961, Manpower, Inc. shareowners authorized a 3-for-2 stock split, increasing the Company's outstanding shares of stock from 603,250 to 904,875 shares. The authorized shares of common stock were also increased from 1,000,000 shares at $1 par value to 1,500,000 shares at 66⅔¢ par value. The board of directors voted a 20 per cent increase in the dividend, resulting in quarterly dividend of eight cents per share, or 32¢ annually.

INCOME TAXES

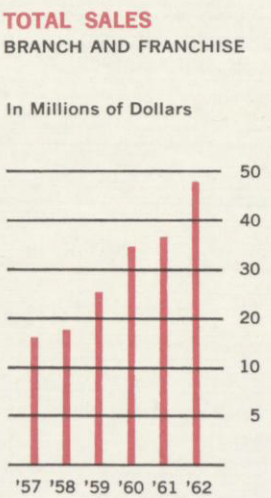
A total of $981,038.00 was paid to or collected for Federal, state or local governments in the fiscal year. The tax rate for fiscal year ending June 30, 1962 increased to 48.9 per cent from 47.7 per cent for the previous year.

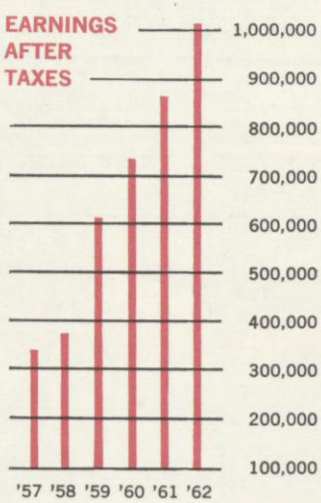
Earnings before taxes showed a 23.5 per cent increase over the previous year. Due to the higher tax rate, the earnings after taxes reflect a 20.6 per cent increase.

Income taxes due were equal to $1.07 per share.

ORGANIZATION

The *Office Division,* providing such services as typing, secretarial and all other commonly performed office operations, accounts for 55% of the total sales volume. The *Industrial Division* provides plants and factories with labor and other production services and is responsible for 35% of total sales. *Salespower, Inc.,* services are more fully described on page 5. The *Technical Division* provides the temporary





The White Gloves of Manpower, Inc., symbolizing capability, neatness and experience, found expression in our national and local advertising **(left)** and in the enthusiastic reaction of our temporary employees **(below).** In September, 1962, Manpower, Inc. placed among the top three in international competition sponsored by the Direct Mail Advertising Association and won the highly coveted Silver Mailbox award for our direct mail campaign using the White Glove theme.

services of skilled engineers, draftsmen and technicians. *Manpower Printing Services, Inc.* handles the company's printing needs in addition to commercial printing for its own customers. *Travelpower, Inc.,* operates as a commercial travel agency throughout Wisconsin. *Manpower Business Training Center* is a commercial business school with offices in Milwaukee, Wisconsin and St. Louis, Missouri.

INTERNATIONAL OPERATIONS

Manpower continued its expansion program outside of the United States. A new office was opened in Zurich, Switzerland, a second office opened in London, England, two additional offices opened in Paris, and three new offices were opened in Belgium.

Arrangements were completed to open Manpower offices in Australia, the fourth continent on which we will be represented.

The appointment was made of a director of our European operations who will headquarter in London, England and will be responsible for the overall administration of our 19 European offices located in 15 countries.

It is anticipated that in the 1962-63 fiscal year approximately 10% of the total volume will result from the sales activity of the European offices. The response to Manpower services in Europe has been excellent. We anticipate having approximately 70 offices in operation in Europe by 1966.

With the ever increasing activity in the European Common Market, the overseas Manpower offices perform many liaison services between American and European firms. In addition, the overseas office is in a unique position

to assist firms considering overseas expansion by providing necessary office and marketing services. The Brussels office, for example, provides office space and secretarial services for foreign visitors while they are visiting the headquarters of the Euromart.

PROMOTIONAL ACTIVITIES

Much of Manpower's enviable growth has been due to a carefully conceived and implemented promotional program, designed to create new sales opportunities as well as to build expanded usage of Manpower services by existing clients. In fiscal 1961-62, more than 7 million pieces of direct mail were sent to clients and prospects explaining additional ways Manpower can be of service to them. Advertising appeared in such national magazines as Time, U.S. News, Business Week, Advertising Age, Sales Management, and major trade publications and local newspapers.

The creation of the new White Gloves campaign has proven extremely valuable in acquainting more businessmen with the wide range of services offered.

Public relations programs resulted in more than 60 feature stories about Manpower in national business and trade magazines, speeches before more than 65 businessmen's groups, and extensive coverage in local newspapers and on local and network radio and television.

MANPOWER ON THE JOB

One of the most exciting aspects of Manpower, Inc. is the diversity of assignments handled by its employees. They range all the way from the unique — assembling a jet plane for a trade show or moving bowling alley lanes from one location to another — to the more usual, such as filling in for a vacationing secretary or unloading a carload of lumber.

A few of the assignments handled during the past year might be of interest. In Paris, thirty-five Manpower men worked on a construction project, putting up a special pavilion for an exhibition. In Cleveland, more than three hundred men were used to complete a parts and supply inventory for a firm which estimated they saved $100,000.

In Alabama, more than 100,000 samples of a food product were distributed door to door in a special promotion staged by a baking company.

In Milwaukee, a crew of seven girls completed a record changeover to data processing that began two years ago. The client preferred to use temporary personnel to handle the job and estimated they saved over $20,000 through the use of Manpower, Inc. employees.

In the Midwest, Manpower employees made spot checks of gasoline stations to determine quality of service. From the reports turned in the client was able to initiate new customer relations practices that helped boost business.

In Ohio, a retail department store was able to conduct its annual inventory without having to close its doors to the public, just through using Manpower personnel.

Throughout the world, business found and took advantage of the benefits of temporary help from Manpower to stimulate new business, to handle current business more efficiently and/or to control operational costs.

SALESPOWER, INC.

Marketing Services Division of Manpower, Inc.

In a typical example of Salespower services, a member of a market research survey team gathers facts for use by a client in the design of his marketing program.

An experienced, well-seasoned Salespower, Inc. supervisory staff directs the execution of client programs in each community.

A sales manager of a newly formed division of a national chemical company pondered the problem of introducing a new product in a 14-state area in a one month period. His new division had as yet no permanent sales force.

A national drug company needed more impact at the point of purchase. A trained crew of demonstrators operating in every retail outlet would be their answer but they faced the problem of where and how to recruit this large a force for a short duration.

A national textile manufacturer needed telephone merchandisers to contact charge account customers of clothing stores in a 31 city area and urge them to come in and see the new material they had developed.

A building materials firm needed a crew of men to set up point of purchase material at retail outlets. A department store wanted to reactivate its inactive accounts. A camera manufacturer wanted to establish new dealerships.

All of these companies had a similar need for a supplementary crew of personnel, trained in all aspects of merchandising, that could be used for special projects to achieve maximum sales impact in as many markets as possible.

All of these companies found a solution in the services offered by Salespower Inc.

New product introduction, market saturation programs, mystery shopping, demonstrating and selling, strengthening weak markets, store detailing, special survey work, establishing new distributorships, intensifying sales effort in support of national advertising, seasonal sales programs and telephone merchandising are illustrative of the Salespower services performed regularly for clients.

Salespower, Inc. also brings its background of marketing experience and knowledge into play in the designing of specific programs for clients, working with them to avoid costly mistakes in marketing strategy.

Consolidated Balance Sheets

assets

	1962	JUNE 30, 1961
CURRENT ASSETS		
Cash	**$1,534,734**	$1,336,945
Marketable securities — at cost (approximates market)	**378,383**	276,204
Trade receivables	**3,106,466**	2,081,090
Less allowances	**74,400***	63,750*
Prepaid supplies, insurance, and expense	**354,745**	259,012
TOTAL CURRENT ASSETS	**$5,299,928**	$3,889,501
OTHER ASSETS		
Sundry accounts and advances	**66,418**	52,884
PROPERTY, PLANT, EQUIPMENT — at cost		
Land	**19,450**	19,450
Building and improvements	**55,170**	47,488
Equipment	**710,594**	549,819
Less allowances for depreciation	**228,090***	174,509*
Leasehold improvements, less amortization	**165,962**	82,204
INTANGIBLES ARISING FROM ACQUISITIONS OF SUBSIDIARIES — less amortization	**223,744**	117,440
DEFERRED CHARGES	**21,720**	28,605
	$6,334,896	$4,612,882

*Indicates deduction.
See notes to consolidated financial statements.

liabilities

	1962	JUNE 30, 1961
CURRENT LIABILITIES		
Trade accounts	**$ 663,932**	$ 428,507
Salaries, wages, commissions, and bonuses	**268,113**	138,423
Pay roll taxes and amounts withheld from employees	**621,235**	394,767
Domestic and foreign income taxes	**963,350**	753,763
Sundry	**63,185**	31,274
TOTAL CURRENT LIABILITIES	**$2,579,815**	$1,746,734
RESERVE FOR SELF-INSURANCE	**17,020**	18,320
STOCKHOLDERS' EQUITY — Note B		
Common Stock — $ .66⅔ par value — authorized 1,500,000 shares; issued and outstanding 909,552 shares — 1962; 603,250 shares — 1961	**606,368**	603,250
Capital in excess of par value	**277,937**	136,068
Retained earnings	**2,853,756**	2,108,510
CONTINGENT LIABILITY — Note C		
	$6,334,896	$4,612,882

Manpower, Inc. *and Subsidiaries*

consolidated statements of earnings

	1962	YEAR ENDED JUNE 30, 1961
INCOME		
Principally from sales of services and income from licensees	**$25,397,914**	$20,860,095
COSTS AND EXPENSES		
Cost of services sold — principally labor, pay roll taxes, and workmen's compensation insurance	**$18,167,868**	$14,991,724
Administrative, general, and branch expenses	**5,091,998**	4,167,251
Provision for depreciation and amortization	**133,521**	78,416
	$23,393,387	$19,237,391
EARNINGS BEFORE INCOME TAXES	**$ 2,004,527**	$ 1,622,704
INCOME TAXES		
Federal, British, Canadian, and French	**$ 912,603**	$ 717,711
State and other	**68,435**	56,272
	$ 981,038	$ 773,983
NET EARNINGS	**$ 1,023,489**	$ 848,721

See notes to consolidated financial statements.

consolidated statements of retained earnings

Balance at beginning of year	**$ 2,108,510**	$ 1,500,202
Add net earnings for the year	**1,023,489**	848,721
	$ 3,131,999	$ 2,348,923
Deduct cash dividends paid	**278,243**	240,413
BALANCE AT END OF YEAR	**$ 2,853,756**	$ 2,108,510

See notes to consolidated financial statements.

accountants' report

BOARD OF DIRECTORS, MANPOWER, INC., MILWAUKEE, WISCONSIN

We have examined the consolidated balance sheet of Manpower, Inc. and subsidiaries as of June 30, 1962, and the related consolidated statements of earnings and retained earnings for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances. We previously made a similar examination for the year ended June 30, 1961.

In our opinion, the accompanying balance sheet and statements of earnings and retained earnings present fairly the consolidated financial position of Manpower, Inc. and subsidiaries at June 30, 1962, and the consolidated results of their operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

ERNST & ERNST, Milwaukee, Wisconsin, September 17, 1962.

notes to consolidated financial statements

NOTE A — PRINCIPLES OF CONSOLIDATION — The consolidated financial statements include the accounts of all subsidiaries, both domestic and foreign. Inter-company investments and accounts and inter-company transactions, profits, and losses have been eliminated in consolidating the financial statements.

At June 30, 1962, the Corporation's equity in net assets of the wholly-owned subsidiaries, both domestic and foreign, was $2,741,390 greater than the cost of investment in the subsidiaries, which difference has been credited to consolidated retained earnings. The accounts of foreign subsidiaries, which in the aggregate were not significant, have been converted to U.S. dollars at the applicable rates of exchange.

NOTE B — STOCKHOLDERS' EQUITY — In November 1961, the shareholders approved an increase in the authorized common stock from 1,000,000 shares with a par value of $1 to 1,500,000 shares with a par value of $.66⅔ and in connection therewith split the Corporation's common stock on a three-for-two basis by distributing one additional share for each two shares outstanding on the effective date.

The increase of $141,869 in capital in excess of par value represents the excess of market value over par value of 4,677 shares of common stock issued in connection with the acquisition of a subsidiary.

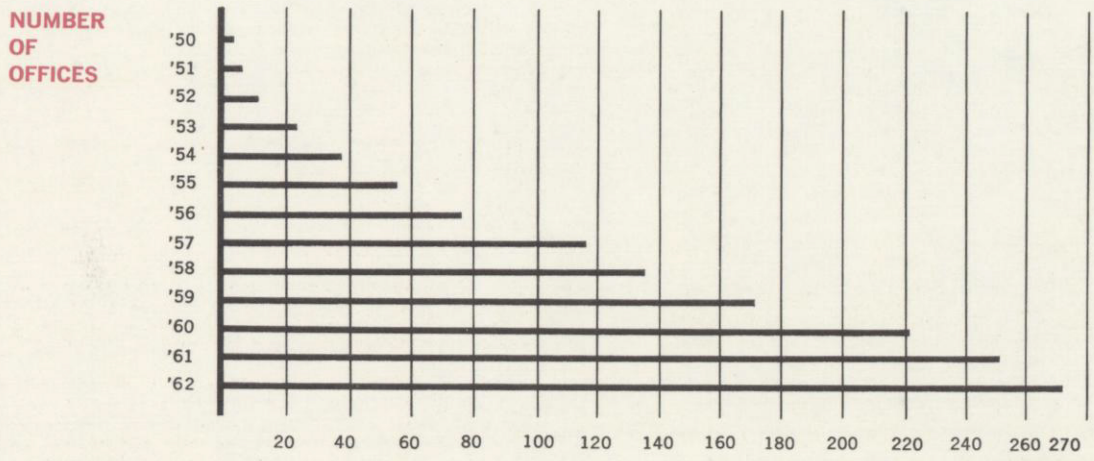
NOTE C — CONTINGENT LIABILITY — The Corporation was guarantor on loans aggregating approximately $182,000 at June 30, 1962.

NOTE D — LEASE DATA — All of the corporations, excepting one, operate in rented quarters. Except for the lease covering space in Milwaukee, Wisconsin, which expires in 1978 (annual cost approximately $54,000) the leases expire at various dates prior to December 31, 1966. For the year ended June 30, 1962, lease rentals totalled $254,729.

a seven year statistical summary

INCOME	1962	1961	1960	1959	1958	1957	1956
Sales of services by Manpower, Inc. and combined subsidiaries and income from licensees	**$25,397,914**	$20,860,095	$20,394,773	$14,947,904	$11,872,379	$12,422,578	$8,960,319
COST AND EXPENSES							
Cost of services sold — labor, payroll taxes and workmen's compensation insurance	**18,167,868**	14,991,724	14,776,722	10,874,445	8,653,869	9,271,969	6,806,661
Administrative, general, and branch expenses	**5,091,998**	4,167,251	4,264,160	2,974,879	2,511,195	2,492,881	1,716,350
Provision for depreciation and amortization	**133,521**	78,416	46,152	34,815	32,097	29,821	21,385
	$23,393,387	$19,237,391	$19,087,034	$13,884,139	$11,197,161	$11,794,671	$8,544,396
EARNINGS BEFORE INCOME TAXES	**2,004,527**	1,622,704	1,307,739	1,063,765	675,218	627,907	415,923
INCOME TAXES							
Federal, British, Canadian, and French	**912,603**	717,711	528,769	429,970	271,653	283,713	176,080
State and Other	**68,435**	56,272	57,313	32,869	17,015	15,856	3,310
	981,038	773,983	586,082	462,839	288,668	299,569	179,390
NET EARNINGS	**$ 1,023,489**	$ 848,721	$ 721,657	$ 600,926	$ 386,550	$ 328,338	$ 236,533
PER SHARE OF COMMON STOCK Note (1)							
Net Earnings	**$ 1.13**	$.93	$.79	$.66	$.43	$.36	$.26
Dividends paid	**.31**	.26	.20	.14	.04	.03	.01

Note (1) Net earnings and dividends per share are stated on the basis of 909,552 shares, the number of shares outstanding at June 30, 1962.



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ARON SCHEINFELD
airman of the Board

ELMER L. WINTER
President

JOHN H. FRANK
Executive Vice President

AMES D. SCHEINFELD
ice President

WILLIAM J. GALLAGHER
Vice President

RICHARD KRAUTHOEFER
Assistant Vice President

ILTON BERLAND
ontroller and
ssistant Treasurer

LOUIS E. SIDMAN
Vice President,
Salespower, Inc.

BEN ULEVICH
Vice President,
Travelpower, Inc.

directors

AARON SCHEINFELD
Chairman of the Board
Manpower, Inc.
Chicago, Illinois

ELMER L. WINTER
President
Manpower, Inc.
Milwaukee, Wisconsin

EDMUND F. FITZGERALD
Former Chairman of the Board
Northwestern Mutual Life Insurance Co.
Milwaukee, Wisconsin

VERNON D. PATTERSON
Vice President
Manpower, Inc.
San Francisco, Calif.

JAMES D. SCHEINFELD
Vice President
Manpower, Inc.
Milwaukee, Wisconsin

SYLVIA SCHEINFELD
Highland Park, Illinois

NORMAN WAITE
Partner
Dallstream, Schiff, Hardin, Waite & Dorschel
Chicago, Illinois

JACK A. WINTER
President
Jack Winter, Inc.
Milwaukee, Wisconsin

NANNETTE R. WINTER
Milwaukee, Wisconsin

notice of annual meeting

The annual meeting of stockholders of the Company will be held at 1:30 p.m. on Wednesday, November 7, 1962 at the headquarters offices of the Company, 820 N. Plankinton, Milwaukee, Wisconsin. Notices and proxies for this meeting are enclosed with this copy of the annual report mailed to stockholders.

EXECUTIVE OFFICES	820 N. Plankinton, Milwaukee, Wisconsin Telephone: BR 2-8500
TRANSFER AGENTS	First National Bank of Chicago
REGISTRAR	Continental Illinois National Bank and Trust Company
SHARES TRADED	Over-the-counter

MANPOWER, INC. OFFICES ARE LOCATED IN THE UNITED STATES, CANADA, MEXICO, JAPAN AND EUROPE

Akron, Ohio	HE 4-1928
Albany, N. Y.	HO 3-4195
Albuquerque, N. M.	AL 6-9801
Alexandria, Va.	548-4666
Allentown, Pa.	435-8021
Anaheim, Calif.	774-8000
Ashland, Ky.	324-2155
Atlanta, Ga.	MU 8-1538
Aurora, Ill.	896-0871
Austin, Texas	GR 2-7227
Bakersfield, Calif.	FA 4-9408
Baltimore, Md.	MU 5-0697
Baton Rouge, La.	924-4281
Battle Creek, Mich.	WO 5-0506
Binghamton, N. Y.	RA 3-7575
Birmingham, Ala.	FA 2-7607
Boston, Mass.	HA 6-2050
Bridgeport, Conn.	FO 7-8457
Bronx, N. Y.	MO 5-3337
Brooklyn, N. Y.	JA 2-4700
Buffalo, N. Y.	TL 3-7538
Burlingame, Calif.	OX 7-7731
Burlington, Mass.	933-0333
Camden, N. J.	WO 3-6000
Canton, Ohio	GL 6-7284
Cedar Rapids, Iowa	365-5203
Charleston, S. C.	RA 2-6591
Charlotte, N. C.	ED 3-9611
Chattanooga, Tenn.	AM 5-3483
Chicago, Ill.	DE 2-1575
Cincinnati, Ohio	621-7250
Clearwater, Fla.	446-5056
Cleveland, Ohio	771-6830
Colorado Springs, Colo.	ME 3-7714
Columbia, S. C.	254-1252
Columbus, Ohio	228-2416
Concord, N. H.	CA 4-7115
Corpus Christi, Texas	TU 2-9251
Dallas, Texas	RI 1-1091
Danbury, Conn.	PI 8-9254
Davenport, Iowa	326-5301
Dayton, Ohio	BA 4-7663
Decatur, Ill.	422-8528
Denver, Colo.	KE 4-7285
Des Moines, Iowa	AT 8-6745
Des Plaines, Ill.	299-5587
Detroit, Mich.	WO 5-0665
Duluth, Minn.	727-8891
Elizabeth/ Westfield, N. J.	EL 4-3415 AD 3-1646
El Paso, Tex.	LI 2-1595
Elyria-Lorain, Ohio	FA 3-3171
Englewood, N. J.	567-7447
Erie, Pa.	GL 6-2995
Eugene, Ore.	DI 5-8481
Evanston, Ill.	UN 9-9700
Evansville, Ind.	HA 2-4195
Fitchburg, Mass.	DI 3-6837
Flint, Mich.	239-1409
Fort Lauderdale, Fla.	525-5148
Fort Wayne, Ind.	E-4567
Fort Worth, Texas	ED 2-3175
Fresno, Calif.	AD 3-7317
Gary, Ind.	EN 2012
Grand Rapids, Mich.	GL 9-9454
Green Bay, Wis.	HE 7-0801
Greensboro, N. C.	BR 5-6316
Greenville, S.C.	277-4280
Gulfport, Miss.	863-7927
Hackensack, N. J.	DI 2-6962
Hamilton, Ohio	892-7019
Hammond, Ind.	WE 2-8161
Hartford, Conn.	CH 9-0618
Harvey, Ill.	ED 3-1170
Hazelton, Pa.	VA 5-5661
Honolulu, Hawaii	934-941
Houston, Texas	FA 3-9157
Hutchinson, Kans.	MO 2-4427
Indianapolis, Ind.	ME 9-4564
Ironton, Ohio	532-8599
Jackson, Miss.	352-8379
Jacksonville, Fla.	EL 5-1604
Jamaica, L. I., N. Y.	AX 7-2270
Jersey City, N. J.	SW 5-3636
Johnstown, Pa.	7-7876
Joliet, Ill.	726-4406
Kalamazoo, Mich.	3497751
Kansas City, Mo.	VI 2-2721
Kenosha, Wis.	OL 8-2218
Kokomo, Ind.	GL 2-1431
La Crosse, Wis.	4-9680
Lancaster, Pa.	EX 3-3615
Lawrence, Mass.	MU 8-2142
Lima, Ohio	225-3816
Lincoln, Neb.	477-8938
Little Rock, Ark.	FR 6-1301
Los Angeles, Calif.	DU 8-0571
Louisville, Ky.	JU 3-1674
Lowell, Mass.	GL 8-2341
Madison, Wis.	AL 7-1057
Malden, Mass.	DA 4-4314
Manchester, N. H.	NA 5-6994
Mansfield, Ohio	LA 2-2510
Marion, Ind.	NO 2-2380
Memphis, Tenn.	JA 5-7551
Miami, Fla.	FR 3-7618
Middletown, Ohio	GA 3-9473
Midland-Odessa, Tex.	MU 3-5193
Milwaukee/ So. Milwaukee, Wis.	BR 2-8500 SO 2-1550
Minneapolis/ Hopkins, Minn.	FE 8-0527 WE 5-4419
Monterey, Calif.	FR 2-2292
Montgomery, Ala.	265-3569
Morristown, N. J.	JE 9-4115
Muncie, Ind.	AT 4-6395
Muskegon, Mich.	PL 9-3239
Nashua, N. H.	TU 2-0015
Nashville, Tenn.	AL 4-8372
Needham, Mass.	HI 4-7160
Newark, N. J.	MA 4-4235
New Bedford, Mass.	WY 7-0777
New Brunswick, N. J.	KI 5-7993
New Haven, Conn.	MA 4-2187
New Orleans, La.	523-7431
New York, N. Y./ Financial District	CH 4-5720 BE 3-6355
Niagara Falls, N. Y.	BU 4-0457
Norfolk, Va.	MA 7-3661
Norristown, Pa.	BR 5-5495
Oakland, Calif.	GL 2-1046
Oklahoma City, Okla.	CE 2-1171
Olympia, Wash.	ZE-9564
Omaha, Neb.	346-4403
Orlando, Fla.	241-1684
Oshkosh, Wis.	BE 1-5225
Palm Beach, Fla.	TE 3-4472
Palo Alto, Calif.	DA 7-0300
Pasadena, Texas	GR 3-7681
Paterson, N. J.	AR 8-4500
Pensacola, Fla.	433-0038
Peoria, Ill.	674-4163
Perth Amboy, N. J.	HI 2-6962
Philadelphia, Pa.	LO 3-1500
Phoenix, Ariz.	252-5861
Pittsburgh, Pa.	AT 1-6164
Pittsfield, Mass.	HI 3-4222
Pomona, Calif.	NA 9-9077
Portland, Maine	SP 4-8258
Portland, Ore.	CA 6-6281
Portsmouth, Ohio	EL 3-2066
Providence, R. I.	DE 1-4185
Racine, Wis.	637-1263
Raleigh, N. C.	828-7276
Reading, Pa.	376-5491
Richmond, Va.	MI 9-0313
Riverside, Calif.	OV 4-3112
Rochester, N. Y.	BA 5-5340
Rockford, Ill.	968-7521
Sacramento, Calif.	HI 6-7681
Saginaw/ Bay City, Mich.	PL 4-6506
St. Louis, Mo.	GA 1-5766
St. Paul, Minn.	CA 7-8047
St. Petersburg, Fla.	5-6192
Salem, Mass.	PI 4-7060
Salinas, Calif.	HA 4-1969
Salt Lake City, Utah	EM 4-6561
San Antonio, Texas	CA 4-9251
San Bernardino, Calif.	TU 5-3461
San Diego, Calif.	BE 4-7347
San Fernando Valley, Calif.	ST 9-0381
San Francisco, Calif.	SU 1-7171
San Jose, Calif.	CH 1-4900
San Leandro, Calif.	LO 2-7122
Schenectady, N. Y.	FR 4-7796
Seattle, Wash.	MU 2-8100
Sheboygan, Wis.	GL 7-4491
Sioux City, Iowa	8-0139
Somerville, N. J.	RA 2-3535
South Bend, Ind.	CE 4-0157
Spokane, Wash.	TE 8-8531
Springfield, Ill.	527-2568
Springfield, Mass.	RE 2-1171
Springfield, Mo.	UN 4-0524
Springfield, Ohio	324-4422
Stillwater, Minn.	439-1638
Stockton, Calif.	HO 4-3653
Syracuse, N. Y.	GR 1-6181
Tacoma, Wash.	FU 3-4338
Tampa, Fla.	253-0408
Toledo, Ohio	CH 8-4647
Trenton, N. J./ Levittown, Pa.	LY 9-2543 WI 6-3000
Troy, N. Y.	AS 2-8600
Tucson, Ariz.	327-6588
Tulsa, Okla.	LU 4-5251
Tyler, Texas	LY 2-0883
Utica, N. Y.	RE 5-8355
Vancouver, Wash.	ZE 9749
Waltham, Mass.	TW 9-0725
Warren, Ohio	399-3825
Washington, D. C.	393-8475
Waterbury, Conn.	756-8303
Waterloo, Iowa	AD 5-0311
Waukegan, Ill.	MA 3-6880
Waukesha, Wis.	LI 7-3305
Wausau, Wis.	VI 2-2226
West Palm Beach, Fla	TE 3-4472
White Plains, N. Y.	WH 6-0233
Wichita, Kansas	AM 4-2314
Wilkes-Barre, Pa.	825-5661
Wilmington, Del.	OL 5-6195
Woodside, L. I., N. Y.	IL 7-4804
Worcester, Mass.	PL 7-8363
York, Pa.	2-7841
Youngstown, Ohio	RI 4-4159
Zeeland, Mich.	PR 2-2120

CANADIAN

Calgary, Alta.	AM 9-6936
Edmonton, Alta.	42-44166
Hamilton, Ont.	JA 7-1534
London, Ont.	GE 4-2741
Montreal, Que.	844-1077
New Westminster, B. C.	LA 4-3691
Regina, Sask.	LA 7-4188
Toronto, Ont.	925-9383
Vancouver, B. C.	MU 2-1651
Winnipeg, Man.	WH 3-4457

FOREIGN

Antwerp, Belgium	30.20.84
Brussels, Belgium	18.44.70
Courtrai, Belgium	201.74
Liege, Belgium	23.45.88
Mons (Baudour) Belgium	(065) 216.17
Copenhagen, Denmark	HI 428
Birmingham, England	MID 9341
Brighton, England	26544
London, England	WHI 0041
Paris, France	CARNOT 33.79
Amsterdam, Holland	220245
Tel Aviv, Israel	63475
Tokyo, Japan	721-2395
Mexico City, Mexico	14-22-99
Stockholm, Sweden	60.03.66
Geneva, Switzerland	26.23.20
Zurich, Switzerland	47.12.80

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